

Message Text

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46

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

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P R 061448Z AUG 76

FM AMEMBASSY ATHENS

TO SECSTATE WASHDC PRIORITY 6032

ZEN AMCONSUL THESSALONIKI 2181

LIMITED OFFICIAL USE ATHENS 8052

E.O. 11652: N/A

TAGS: BENC, GR

SUBJECT: MAJOR PROJECT: DEVELOPMENT OF MESOLONGHI SALTWORKS,
SECOND STATE

REF: (A) STATE 190263, (B) ATHENS 7571, (C) STATE 90090

1. ECON COUNSELOR DISCUSSED BOTH FEASIBILITY STUDIES WITH HIMIC CHAIRMAN GOUSTIS. WITH REGARD TO STUDY FOR SALTWORKS EXPANSION, GOUSTIS REPORTED THAT STUDY WAS AWARDED TO FRENCH FIRM AFTER CONSIDERATION OF SHORTLIST INCLUDING BECHTEL AND ITALIAN FIRM HE STATED THAT BECHTEL HAD BEEN SELECTED FOR SHORTLIST FROM FIRMS SUPPLIED IN REFERENCE C, BUT THAT HIMIC HAD NOT ATTEMPTED TO CONTACT ALL FIRMS ON LIST.

2. GOUSTIS REPORTED THAT HIMIC IS ANXIOUS TO PROCEED WITH STUDY ON CHEMICALS AND SODA ASH FACILITIES AND HOPES TO REACH DECISION BY END OF AUGUST. HE REQUESTED LISTING OF QUALIFIED US FIRMS INTERESTED IN PROJECT FOR USE BY HIMIC, ALTHOUGH HE NOTED THAT NOT ALL THOSE ON THE LIST WOULD NECESSARILY BE CONTACTED.

3. IN COURSE OF CONVERSATION ON OTHER MATTERS AUGUST 6 WITH COORDINATION MINISTER PAPALIGOURAS, ECON COUNSELOR ALSO REFERRED TO INTEREST OF US FIRMS IN HIMIC STUDIES. PAPALIGOURAS PROMISED THAT GOG WILL GIVE FULL CONSIDERATION TO PROPOSALS BY US FIRMS AND THAT NO DISCRIMINATION IN FAVOR OF EEC COUNTRIES WOULD BE TOLERATED.

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4. COMMENT: EMBASSY BELIEVE THAT SELECTION PROCEDURE

FOR STUDIES RESULTS FROM PRESSURE TO PROCEED AS SOON AS
POSSIBLE RATHER THAN LACK OF SINCERITY ON PART OF HIMIC.
GOUSTIS, HOWEVER, NOTED PREFERENCE FOR DEALING WITH US
FIRMS WITH EUROPEAN OFFICES IN ORDER TO FACILITATE COMMUNICATIONS.
REQUEST NAMES AND ADDRESSES OF FIRMS ALERTED TO FEASIBILITY
STUDY ON CHEMICALS FOR TRANSMITTAL TO HIMIC.
KUBISCH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 06 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: coburnhl
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976ATHENS08052
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760303-1106
From: ATHENS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760880/aaaacsnu.tel
Line Count: 68
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 STATE 190263, 76 ATHENS 7571, 76 STATE 90090
Review Action: RELEASED, APPROVED
Review Authority: coburnhl
Review Comment: n/a
Review Content Flags:
Review Date: 30 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <30 APR 2004 by CollinP0>; APPROVED <18 AUG 2004 by coburnhl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: DEVELOPMENT OF MESOLONGHI SALTWORKS, SECOND STATE
TAGS: BENC, GR
To: STATE THESSALONIKI
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006